

**AMENDMENT**  
**Request for Proposal**

Amendment Date: November 17, 2010  
Amendment Number: 2  
Bid Event ID: EVT0000238  
Document Number: RFX0000053  
Closing Date: December 2, 2010, 2:00 PM  
Procurement Officer: Tami Sherley  
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Web Address: <http://da.ks.gov/purch>  
Item: Statewide Planning for Implementation of Health Reform  
Agency: Kansas Health Policy Authority  
Period of Contract: Date of Award through June 30, 2011

**Conditions:**

**See the attached answers to questions submitted to the Division of Purchases concerning the above mentioned RFP.**

A signed copy of this Amendment must be submitted with your bid. If your bid response has been returned, submit this Amendment by the closing date indicated above.

I (We) have read and understand this amendment and agree it is a part of my (our) bid response.

NAME OF COMPANY OR FIRM: \_\_\_\_\_

SIGNED BY: \_\_\_\_\_

TITLE: \_\_\_\_\_ DATE: \_\_\_\_\_

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Amendment Number 2 EVT0000238 was recently posted to the Division of Purchases Internet website.  
**The bid document can be downloaded by going to the following website:**

<http://www.da.ks.gov/purch/RFQ/EVT0000238>

**It is the vendor's responsibility to monitor the Division of Purchases website on a regular basis for any changes/addenda.**

1. Page 2, Section 1.3. What date does KHPA have in mind for the in-person appearance before the Committee, if it is held?

**Response:** *The week of January 3<sup>rd</sup>, 2011.*

2. Page 6, Section 1.16. On what date does KHPA expect to award the contract? Additionally, on what date does KHPA expect to post the responses to the questions?

**Response:** *Date of award is approximately January 17, 2011. Responses will be posted November 18, 2010.*

3. Page 7, Section 2.1 of the RFP requests that "Seven (7) electronic/software version(s) of the technical and cost proposals are required....on thumb/flash drives." It also requires that technical and cost responses be submitted on separate media. Can KHPA confirm that it wants a total of fourteen (14) thumb/flash drives as a part of this submission? If not, can you please clarify that submitting two (2) thumb/flash drives with each having seven (7) copies of the cost and technical proposals is sufficient? Also, can KHPA confirm that it has the ability to open encrypted thumb/flash drives?

**Response:** *KHPA requests **seven** thumb drives with technical proposals, and **seven** thumb drives with cost proposals. KHPA will not accept encrypted thumb drives, however thumb drives may be password protected, with the password sent to the procurement officer as a separate mailing.*

4. Page 8, Section 2.3 (i) states that the bidder understands that any lost or reduced federal matching money resulting from unacceptable performance in a contractor task or responsibility defined in the RFP, contract or modifications shall be accompanied by reductions in state payments to the Contractor. Is this potential reduction in payment limited to amounts that otherwise would have been paid to the contractor for this work? Is the reduction in state payments contemplated by this provision limited to the amounts of federal matching money that is lost or reduced?

**Response:** *No, the reduction is limited to amounts that would be paid to the contractor. Yes, the reduction in state payments is not limited to the federal matching funds lost.*

5. Page 26, Section 4.2 (b) of the RFP requires that the Contractor "(d)etermine what regulatory flexibility is needed to pursue various potential Medicaid eligibility simplification options." Does Kansas require a review and analysis of state statute, in addition to federal regulation, to determine what changes would need to be made at the State level in order to implement potential Medicaid eligibility simplification options?

**Response:** *No review or analysis of Kansas regulations and statutes related to eligibility is required.*

6. Page 26, Section 4.2 (c) and (f) of the RFP specifically requests the contractor to provide 3 to 5 options of choices available to states for eligibility simplification. However the RFP does not outline a preferred number or range of numbers related to potential benefit packages. Does the State have a preferred number of potential benefit package options that it would like the winning contractor to provide? This is important as the RFP is requesting a firm, fixed price.

**Response:** *3 to 5 potential benefit package options, with accompanying actuarial analyses are preferred.*

7. Page 26, Section 4.2 (c) of the RFP asks to “provide a description of potential benefit packages for the expanded Medicaid population.” Can you confirm who will design the potential benefit packages for KHPA’s consideration? Who has the final say on what the benefit packages look like?

**Response:** *Since Medicaid expansion is part of the broader set of requirements of PPACA, several bodies will be responsible for determining how the benefit package is designed. These bodies include the KHPA Board, the Insurance Commissioner, any health reform advisory group, the Legislature, and the Governor.*

8. Page 26, Sections 4.3.1. What kind of input does KHPA expect to have in both the Interim Written Report and the Final Report? Please provide your thoughts regarding the interaction between the successful bidder and KHPA in developing these reports.

**Response:** *The weekly e-mail updates mentioned in Section 4.2.d is intended to be an iterative process where the successful bidder will share information to help KHPA know the general direction of the review and analysis, so that both reports will have input from KHPA along the way.*

9. Page 27, Section 5 (Cost proposal) – The bidder is requested to provide “...costs for the development, implementation, and ongoing operation and maintenance of the Contract Deliverable.” However, the SOW does not request any implementation nor operation and maintenance services. Please confirm that the proposed cost to be provided on the Cost Sheet is for SOW stated in the RFP and no additional work is anticipated past the June 30, 2011 final report deadline.

**Response:** *The successful bidder should be prepared to present the final report to the KHPA Board and to whatever advisory/oversight body is formed for implementing required elements of PPACA in Kansas.*

10. Page 27, Section 5.2 (cost sheet) states that the State will withhold 10% of the fee until the Final Report has been accepted by the State. What guidelines does the State have regarding the time it has to accept/reject the Final Report?

**Response:** *Final acceptance of the report should occur by July 31, 2011.*

11. (General) Is it the State's intent to issue another RFP to assess the cost and enrollment implications of various eligibility simplification options – both in terms of increased numbers of eligible's and/or implementation costs? If not, does the State expect that the contractor on this project would address these questions?

**Response:** *There will not be another RFP issued to assess the cost and enrollment implications of the eligibility simplification options proposed by the successful bidder. This should be part of the actuarial analysis required in Section 4.3.2.*

12. (General) Has the State engaged any other contractors to perform analyses of similar health reform-related issues? If so, can the names of the contractors, a general description of the work which they were engaged to do, and any resulting reports be provided to prospective bidders?

**Response:** *The actuarial firm of Schramm Raleigh Health Strategy (now known as Optumas) was engaged to assess the impact key provisions of PPACA will have on the Kansas insurance market (including state government spending). The actuary relied on a Health Reform model it had developed to review the impact of the emerging health reform debates on states that it customized to Kansas as well as on key assumptions developed by the Congressional Budget Office and the Centers for Medicare and Medicaid Services. Our assumptions include current costs of health care by payor, the demand for health coverage, and the ultimate number of people covered. The model also noted shifts that might occur from the individual market into Medicaid. The report produced can be found here: [http://www.khpa.ks.gov/board/download/05182010/5-18-10%20SRHealth%20Presentation%20-%20KHPA\\_FHCR\\_Prelim%20Cost%20and%20Coverage\\_Board%20Mtg\\_2010%2005%2017\\_FINAL.pdf](http://www.khpa.ks.gov/board/download/05182010/5-18-10%20SRHealth%20Presentation%20-%20KHPA_FHCR_Prelim%20Cost%20and%20Coverage_Board%20Mtg_2010%2005%2017_FINAL.pdf)*

13. (General) Has the State issued any reports or issue papers on the issues incorporated in this RFP? If so, can these be provided to prospective bidders?

**Response:** *No.*

14. (General) Please confirm that there is no page limit for the technical proposal.

**Response:** *There is no page limit for the technical proposal; however the response should be succinct.*

15. Whether the chosen vendor will be responsible for any planning relating to the Kansas health Information data exchange?

**Response:** *No*

16. Section 2.1 of the RFP states that seven electronic copies of the technical and cost proposals are required on a thumb/flash drive. Does this mean that 14 flash drives are to be submitted – 7 for the technical proposal and 7 for the cost proposal? Or can we use a CD, if so how many?

**Response:** *See response to question three (3). Proposals may not be submitted on a CD.*

17. The scope of work as described in the RFP references “legal analysis.” Is it that state’s expectation that this analysis will be performed by an attorney licensed to practice in the state of Kansas, or could the analysis be performed by attorneys not licensed in Kansas?

**Response:** *The legal analysis can be performed by any licensed attorney.*

18. Does the state have a budget range or ceiling for this project?

**Response:** *This is a competitive bid RFP; bidders should submit a proposal based on the scope of work.*

19. For background on the scope of work discussed in Section 4.1, can the State provide a copy (or website link) of the complete, current Kansas Medicaid and CHIP State Plans?

**Response:** *The current Kansas Medicaid State Plan can be found here:*

*[http://www.khpa.ks.gov/healthwave/state\\_plan.html](http://www.khpa.ks.gov/healthwave/state_plan.html) .*

*The current Kansas CHIP plan can be found here:*

*<http://www.cms.gov/LowCostHealthInsFamChild/CHIPASPI/list.asp?filtertype=dual&datefilterinterval=&filtertype=data&datafiltertype=2&datafiltervalue=Kansas&keyword=&intNumPerPage=10&cmdFilterList=Show+Items>*

20. For background on the scope of work discussed in Section 4.1, can the State provide a copy (or website link) of any current regulations on benefits and eligibility?

**Response:** *The Kansas administrative regulations covering Medicaid eligibility are at Article 30-6 in Agency 30 (SRS) sections. Agency 30 2006 regulations can be found here:*

*[http://www.kssos.org/pubs/KAR/2006/3%20030\\_30-](http://www.kssos.org/pubs/KAR/2006/3%20030_30-)*

*[Department%20of%20Social%20and%20Rehabilitation%20Services,%202006%20KAR%20Vol%203.pdf](http://www.kssos.org/pubs/KAR/2006/3%20030_30-Department%20of%20Social%20and%20Rehabilitation%20Services,%202006%20KAR%20Vol%203.pdf)*

*the 2008 supplements are at: [http://www.kssos.org/other/Final\\_2008\\_KAR\\_Supplement.pdf](http://www.kssos.org/other/Final_2008_KAR_Supplement.pdf)*

*Eligibility requirements are found in the Kansas Economic and Employment Support Manual (KEESM) located here: <http://content.srs.ks.gov/EES/KEESM/Keesm.htm> and the*

*Kansas Family Medical Assistance Manual (KFMAM), a companion KHPA manual, at: <https://www.khpa.ks.gov/kfmam/intro.asp>  
Benefits are provided within the federal Medicaid regulations and can be found within a series of provider manuals located here: <https://www.kmap-state-ks.us/public/providermanuals.asp>*

21. Per Section 5, does the State have a maximum cost for this project and what is that amount?

**Response:** *See Response to Question eighteen (18).*

22. We did not see any mention of the vendor who assists with this Scope of Work being precluded from bidding on other related RFP's (i.e. Clearinghouse, Exchange Implementation, etc.). Is this correct?

**Response:** *We are not sure what you mean by "a vendor who assists with this Scope of Work." If you mean: A vendor who is awarded a contract under this RFP will be precluded from bidding on other related RFP's (i/e/ Clearinghouse, Exchange Implementation, etc.). Then the answer is no that is not true. There is no conflict of interest in bidding on multiple, perhaps, related RFP's for this Agency. If you mean: A vendor who is awarded a contract to assist KHPA in the development and or evaluation of proposals received in response to this RFP will be precluded from submitting a response or from assisting another entity or entities in submitting a response to this RFP. Then the answer is yes, that is true.*

23. Does the Authority have an estimated date by when it expects to award this contract?

**Response:** *See Response to Question two (2).*